

Nationwide Vehicle Rental Services

Getting State and Local Government
Employees to their destinations



October 29, 2009

Organizations Unite



About NASPO

- The National Association of State Procurement Officials (NASPO) is a non-profit association dedicated to strengthening the procurement community through education, research, and communication. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia and the territories of the United States. NASPO is an organization through which the member purchasing officials provide leadership in professional public procurement, improve the quality of procurement, exchange information and cooperate to attain greater efficiency, economy, and customer satisfaction.



About WSCA

- As a subset of NASPO, The Western States Contracting Alliance (WSCA) was formed in October 1993 by the state purchasing directors from fifteen NASPO western states. The primary purpose of creating WSCA was to establish the means by which participating states may join together in cooperative multi-State contracting. This approach helps states to achieve cost-effective and efficient acquisition of quality products and services. Cooperative purchases are developed by multi-state sourcing teams comprised of procurement and subject matter professionals.

All governmental entities within WSCA states as well as authorized governmental entities in all other states are welcome to use the approved agreements. Cooperative purchasing benefits states as well as cities, counties, public schools, institutions of higher education and other local governmental entities.



About SGTP

- The Society of Government Travel Professionals (SGTP) is dedicated to collaboration between Government Travel Managers and Travel Industry Suppliers to facilitate the combined needs both groups as the travel environment evolves. It creates an environment that allows for collaboration within the travel community and focuses on current travel solutions that are being implemented and further developed.

Vision – The society is focused on its main theme of Think Beyond and Execute. The Society creates the opportunity for policy makers in the Government to work through its needs with private industry to create new solutions.

Collaboration – Professionals in each part of the travel industry have opportunities for direct discussions on how to go beyond our current solutions and create new ones anticipating the future needs of everyone concerned.

Education – Targeted education has allowed the Society to create a Professional Certification Program administered by Northern Virginia Community College. This is very specific education for the Government Travel Professional and requires annual recertification as a commitment to professional continuing education.



About STMA

- **Our mission:** *“To provide leadership, education, tools and resources to assist States with creating and maintaining a travel management program that benefits their respective States’ Citizens & Employees with responsible business travel”*
- **Who we are:** This alliance consists of State government travel managers from the United States. Our group is dedicated being a united voice in finding solutions facing the government travel industry; provide resources to other states in establishing a travel program and joining forces in solicitations to achieve the best value for each state.
- **History of STMA:** The State Travel Managers Alliance was born at the 2004 Society of Government Travel Professionals (SGTP) conference, when a group of state travel managers decided that forces needed to be united. This group has been meeting bi-monthly via teleconferences and annually each September in Washington DC at the SGTP Annual conference.
- ***The States spend \$2.3 Billion annually for travel related services.***



Vehicle Rental Sourcing Team



Tim Hay, Oregon – Lead State



Tami Nelson, Utah



Lenora Kingston, Colorado



Lyn Callison, Nevada



Jason Soza, Alaska



Melissa Hernandez, Texas

- Doug Richins, WSCA



Procurement Process

- Fully compliant with Oregon Law
- RFP Release Date – June 3, 2009
- Pre-Proposal conference with vendors June 24, 2009
 - Avis/Budget, Budget Truck, Enterprise/National, Hertz
- Proposal Submittal Date – August 3, 2009
- Proposals Received from 2 Proposers
- Single Step Evaluation by Sourcing Team
- Contract Start Date – October 19, 2009

Evaluation Process

- Pricing – 60%
- Technical & References 40%
 - Number of locations (airport & neighborhood)
 - Contract adherence at all locations
 - Roadside assistance
 - International services
 - Greening initiatives
 - One way rental options
 - Other convenience options

Two Price Agreements Result



&



Enterprise and National submitted a joint proposal

Key Elements of Price Agreements

- \$1 Million Liability Protection
- Full loss/damage waiver protection
- Roadside assistance
- Direct billing options
- One-Way rentals up to 500 miles at no additional cost
- Short term and long term options
- Full Selection of vehicles, including hybrids
- Travelers can choose either Contractor (the three brands) who best meets their needs
- Price Agreements valid for three years with options to extend an additional 7 years for a total of 10 years
- All WSCA Terms and Conditions apply

Key Elements of Each Brand



- Over 5000 neighborhood locations
- 222 Airport Locations
- We pick you up
- Month or More Rental Plan
- Several cities with differential fees
- Hourly rental program: WeCar




- 229 Airport Locations
- Insurance included in International Rentals
- Touch Screen rental Kiosks
- No one way surcharges that exceed 500 miles in certain zones
- Several small cities with differential fees



- 217 Airport Locations
- 1574 Neighborhood locations
- Very few city differential fees
- Hourly rental program: Connect by Hertz
- Free roadside assistance with AAA
- One Trip Travel Order

Greening Initiatives



 Terra Pass. Carbon offsetting program.
Traveler pays \$1.25 per rental. Enterprise matches. All money raises funds projects that off-set CO2 in the air

 Alternative Fuel Vehicles E-85 & Flex-Fuel
Available at select Enterprise locations

 – HyBrid Vehicles. Available at most locations.
 

Very Competitive Rates



Class	Rate	Day	Week	1 Month
Economy/Compact	\$	29.73	148.65	594.60
Intermediate/Standard	\$	31.33	156.65	626.60
Full-size	\$	34.34	171.70	686.80
Premium/Luxury	\$	55.00	275.00	1,100.00
Hybrid	\$	45.00	225.00	900.00
Mini Van	\$	49.00	245.00	980.00
Medium SUV	\$	50.00	250.00	1,000.00
Large SUV	\$	79.00	395.00	1,580.00
Small Pick-Up	\$	45.00	225.00	900.00
Half Ton Pick-Up	\$	49.00	245.00	980.00
12 Passenger Van	\$	94.00	470.00	1,880.00

Geographic Surcharges

\$6.00	CALIFORNIA: Los Angeles Metro, San Diego Metro, San Francisco Metro, Oakland Metro, Sacramento Metro, Riverside Metro, San Bernardino Metro TEXAS: Midland Metro, Lubbock Metro, Austin Metro, College Station Metro, Houston Metro, Dallas/Ft Worth Metro, San Antonio Metro, Brownsville/Corpus Christi Metro
\$7.00	VERMONT: Burlington Metro, NEW YORK: Albany Metro
\$10.00	ALASKA: Fairbanks, Anchorage, Juneau
\$15.00	NEW YORK: Long Island Metro, Westchester Metro, Newark Metro
\$23.00	NEW YORK: New York City Metro




Class	Rate	Day	Week	1 Month
Economy/Compact	\$	27.00	148.40	578.70
Intermediate/Standard	\$	31.00	170.52	664.20
Full-size	\$	33.00	181.51	707.10
Premium/Luxury	\$	79.00	434.49	1,692.90
Hybrid	\$	39.00	269.50	1,050.00
Mini Van	\$	54.00	324.52	1,264.20
Medium SUV	\$	59.00	324.52	1,264.20
Large SUV	\$	79.00	434.49	1,692.90
Small Pick-Up	\$	79.00	434.49	1,692.90
Half Ton Pick-Up	\$	99.00	544.53	2,121.30
12 Passenger Van	\$	74.00	434.49	1692.90

Geographic Surcharges

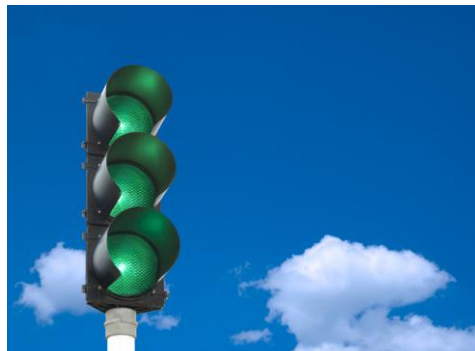
\$3.00	CALIFORNIA: Burbank AP, John Wayne AP, Oakland AP, San Jose AP
\$6.00	ID: Idaho Falls, Boise, Pocatello, Sun Valley. MT: Missoula WA; Pullman, Spokane
\$8.00	Baltimore, Boston, Chicago, Detroit, Philadelphia, Washington DC
\$10.00	OR: Bend, K-Falls, Medford, Pendleton, Redmond, Salem, Sun River MT: Butte WA: Pasco, Walla Walla, Wenatchee, Yakima
\$13.00	CA: San Luis Obispo
\$19.00	NEW JERSEY: Newark
\$29.00	NEW YORK: JFK, LGA and Manhattan Only

How do travelers book

- Through States Travel Agencies
 - Through Contractors Web Sites
 - Through Contractors Toll Free Numbers
 - At Contractors Branches
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- State rates are tied to a corporate ID or account ID number that travelers will reference when reserving vehicles. All of the rate and T & C's are tied to the ID.
 - Payment made using credit card or direct bill.
Participating states may choose whether to have direct billing options through Participating Addendum
 - Other billing/payment options also available
 - CRBTA
 - One Trip Travel Order

Who Can Use

- All Participating WSCA States
- All Participating NASPO States
- Any political sub-division with permission from Participating State



Where's the Info

- Oregon website to contain links to...
 - Price Agreements
 - Contractor's Points of Contact
 - Sample Participating Addendum
- View these at:

<http://www.oregon.gov/DAS/SSD/SPO/travel-menu.shtml>



Located under Car Rental Information.

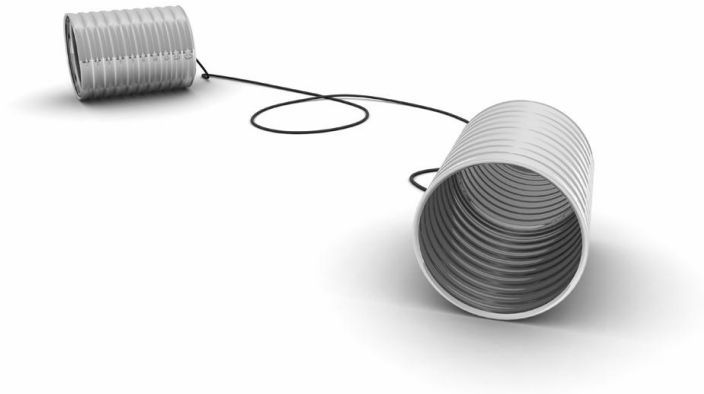
Next Steps

- Each Participating State needs to Execute A Participating Addendum with selected contractors
- Participating Addendum Process



Oregon Contact Info

- Tim Hay
State Procurement Analyst
State of Oregon
(503) 378-4650
tim.hay@state.or.us



Through the Participating Addendum, States May

- Limit Awardees
- Limit vehicle Groups, and models.
- Include additional unique required Terms and Conditions
- Include a State Administrative Fee
- Expand or Restrict Options for Political Subdivisions



Eligibility Process

- Will be processed at two different levels
 - 1st – States that signed an Intent to Participate
 - 2nd – Other states and individual entities in states not participating
- In all cases STATE CHIEF PROCUREMENT OFFICIAL will have the final say on who can and cannot participate
- The WNCDT will contact State Chief Procurement Officials directly to start process (so expect emails from wncoopdt@gmail.com)
- All 50 states and DC have executed the NASPO Cooperative MOA, so are eligible to use any WSCA or NASPO cooperative contract, at their choice

- Participation at several different levels (can be confusing so we will ask lots of questions, please be patient)
 1. State signs a Participating Addenda for entire state and its cooperative purchasing venture
 - Every legally eligible entity in the state can use
 2. State signs a Participating Addenda ONLY for non state entities
 - Every legally eligible entity that is not a STATE agency can use
 3. State does not sign a Participating Addenda
 - Every political subdivision PA within that state must be approved by the state chief procurement official
 - Sometimes individually
 - Sometimes by entity

Process from Intent to Participate

How do we get states signed up?

- 1 – Intent to Participate is the trigger, WNCDT will send all states that executed an Intent to Participate a copy of the draft participating addenda
- 2 – Contract providers will be encouraged to contact all the state chief procurement official of all states that executed an Intent to Participate and discuss options and alternatives
- 3 – State chief procurement officials (or designated representative – please let WNCDT know contact information for designated representative) will be WNCDT contact during the rest of the process
- 4 – State completes the draft participating addendum for each contract provider supplied by WNCDT and forwards it AS A DRAFT back to WNCDT. WNCDT will forward draft to contract provider. Negotiations will take place directly between state and contract provider. When agreement is reached, the state completes and signs participating addendum and forwards to WNCDT (at wncoopdt@gmail.com). WNCDT forwards signed participating addendum to manufacturer. If a state must sign last, send the prepared copy ot WNCDT.
- 5 – Contract provider's point of contact signs participating addendum and forwards to WNCDT at wncoopdt@gmail.com
- 6 - WNCDT will simply annotate date of processing, create a PDF file of the participating addendum
- 7 – WNCDT will forward copies of the PDF file to state, manufacturer point of contact and Contract Lead Administrator

WSCA/NASPO Cooperative Development Team (Kate and Paul) will complete steps 6 and 7 in one working day

This process will be done with scanned files and PDF files, unless states require physical signatures

(please let WNCDT know this as soon as possible, so we can adjust process)

Then What?

- Participating addenda will be posted on Oregon web pages for the Nationwide Vehicle Rental Contract
- Participation will be indicated on the WSCA website, which also will link to Oregon web pages
- Contract Providers can create and maintain state specific landing pages from their main contract landing page

Round 2 Participation Process

- In case you determine that you will not enter into a state-level participating addendum, the WNCDDT would like to understand how you want to proceed if other potentially eligible entities might want to participate
- The WNCDDT will try to handle questions from potentially eligible entities, unless you specifically tell us to do something else
- The following process will be used when other states or entities wish to participate

How do we get people signed up?

- 1 – email request from entity (can be through contract providers) as long as these details are included: contact individual's name, full name of entity, phone number, email address, physical address
- 2 – WNCDT will email state director and request authorization for participation
- 3 – WNCDT will email back both contract providers and entity with authorization to proceed to complete the participating addendum
- 4 – Entity completes the contract provider's draft participating addendum (from the WNCDT), negotiates signs it and forwards it to contract providers point of contact [this can be done by scanning signed documents if that is permitted by the entity]
- 5 – Contract providers point of contact signs participating addendum and forwards to WNCDT at wncoopdt@gmail.com
- 6 – WNCDT will annotate on the participating addendum state authorization, create a PDF file of the participating addendum and the state authorization
- 7 – WNCDT will forward copies of the PDF file to entity, contract providers point of contact and the entity

WSCA/NASPO Cooperative Development Team (Kate and Paul) will complete steps 6 and 7 in one working day

Thank You

- Please let the WNCDT know if we can be of any assistance:
 - Kathryn Offerdahl, WSCA/NASPO Cooperative Development Analyst
(kofferdahl@armms.com)
 - Paul Stembler, WSCA/NASPO Cooperative Development Coordinator
(pstembler@amrms.com)
 - We use wncoopdt@gmail.com to keep traffic about this contract concentrated in one location

Questions ?

